

**Q. About five months ago Bentley had a landmark release of MicroStation V8i. How has the response been?**

Bentley's V8i release has captured the imaginations of users, analysts, and the press alike.

For analysts, we gauge how they think a release like V8i will affect the broader industry. A couple of examples: Jon Peddie Research wrote, "V8i is more than a sum of its parts. Bentley Systems is clearly on the launchpad for a new phase in the company's history." And Edwin Ecob, a senior principal consultant at Cambashi wrote, "What we feel is really important to these organisations is the interoperability among this broad range of products that will yield higher-quality data and, ultimately, improved workflows across their global enterprises."

As for the press, *Cadalyt* summed up our V8i release perfectly, "...that little 'i' might as well stand for something bigger than all of us for the power lines, utility networks, bridges, and roadways around us that we take for granted."

**Q. V8i portfolio is widespread. What are**

**the key business benefits of V8i?**

Interoperability is at the heart of every product in our V8i portfolio. For example, MicroStation V8i's intrinsic geo-coordination lets users coordinate information spatially from many sources using common coordinate systems to save time coordinating data created using multiple products, improve information quality, and reduce the risk of errors on site caused by poorly coordinated data. With V8i's intuitive design modelling tools, project teams can easily take designs from concept to completion in the same software environment. Conceptual design tools make it easier to intuitively sculpt solids and surfaces and generative components make it easy to iterate through design alternatives. Together, these design modelling tools help teams increase design productivity, improve information quality, and reduce project rework.

With interactive dynamic views, MicroStation V8i leapfrogs competing software by enabling users to work in 2D or 3D views and see both update dynamically. With interactive dynamic views, users can save time coordinating plan sets, improve the quality of

deliverables, and simplify the 3D modelling experience.

With the Luxology rendering engine now built into MicroStation and all MicroStation-based products, users can eliminate translations between model creation and visualisation environments, enjoy seamless transition for design modelling and visualisation to workflows, and spend more time creating designs and less time reworking them.

And finally, with Delta File Transfer (DFT), V8i solves the "big file" problem that has traditionally slowed productivity across distributed project teams. By transferring only the changes to files, rather than the entire file.



**Malcolm S. Walter**

Chief Operating Officer and Senior Vice President,  
Bentley Systems Inc.

**"Bentley is active in collaborating with government and industry to provide proven and world-class solutions and products to the Indian market."**

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## **Q. With several governments coming forward to invest in infrastructure projects to ease recession, how can Bentley help in developing infrastructure at a competitive cost and with better ROI?**

Our new V8i portfolio leverages and extends core capabilities of its new interoperability platform to provide the breadth and depth of technology needed for fully integrated project delivery and all of the workflow improvements, reduced project costs, and shortened delivery times associated with this innovative approach. Moving beyond the goals of computer-aiding the production of traditional deliverables, including design, drawings, and models, our objective for the V8i portfolio has been to provide our users with the capabilities they need to increase their cost-efficiencies and maximise the return on their investments in innovation, empowering them to design, build, and operate better-performing, more sustainable infrastructure.

In addition, Bentley has designed innovative subscription programmes to help organisations adapt and learn quickly in order to maximise project and infrastructure productivity. Bentley SELECT helps organisations lower the total cost of ownership for Bentley software by providing flexible and pooled licensing, assisted support including "priority builds" of software when needed most, software upgrades to optimise

productivity, annual License Exchange opportunities, and many other benefits for a fixed annual fee per license. Bentley's Enterprise License Subscription provides significant competitive advantages while reducing annual software costs for large, multi-office, and global organisations.

Bentley also offers training and learning subscriptions that maximise an organisation's return on investment in professional development and can include a blend of classroom training, instructor-led distance training, and OnDemand eLearning. These subscriptions reduce costs and streamline budgeting and administrative processes, all while extending comprehensive learning opportunities throughout the organisation. The end result is a highly effective, well-trained workforce that increases revenues and profitability through expanded service offerings and improved project delivery that's on time and within budget.

## **A significant percentage of Bentley revenues comes from geospatial. How has the geospatial market behaved during the past year and what is your outlook for 2009-2010?**

Bentley is committed to helping users deploy geospatial technology to improve the efficiency of their engineering workflows. This means making geospatial technology available seamlessly within engineering workflows to support any class of infrastructure from road, rail,

communications networks, utilities, oil and gas pipelines, to campuses and cadastral fabrics. Our users can choose to use only Bentley GIS products, or a legacy GIS in concert with the Bentley products since all of Bentley's geospatial products are interoperable with the main GIS file formats. Bentley offers particularly strong support to those users who work with heterogeneous file formats and types of data. Products like Bentley Geospatial Server will access this information in its native format and present it seamlessly for editing and posting in an enterprise environment.

The overall market for geospatial technology is very dynamic and the competitive landscape is changing quickly. There are exciting developments in disruptive technology like neo-geography with open source code and mash-ups, and there is a trend to non-proprietary databases and products that support industry standards, such as OGC standards, and de facto standards like Oracle Spatial, Google Earth, and Microsoft Virtual Earth. Bentley is responding dynamically to these changes and we believe that we are riding the wave of change to our users' advantage.

In 2008, Bentley's geospatial sales operations teams in North America and EMEA saw the best growth rates in the business. This was not only because geospatial markets were buoyant, but also because Bentley has strengthened its position in geospatial technologies relative to the competition and especially with utilities. Bentley still expects to see some growth in its geospatial

markets this year. Longer term, the outlook is very good.

## With the rising green building market, what are the issues in sustainable design and how is Bentley meeting them?

One of the clear issues in sustainable building design today is a growing recognition that many 'green' designed buildings don't perform as predicted and have an imbalance among energy and carbon impact, cost, and occupant comfort. Designers are using generalised tools for simple comparative evaluation. Many of the tools in use today typically are incomplete, siloed, imprecise, and slow resulting in inefficient workflows, imprecise results, and underperforming buildings.

Bentley has introduced its Energy Performance Series to respond to this need. It is the first robust software for building energy design, analysis, and simulation. Bentley's Energy Performance Series, which includes Bentley Tas Simulator V8i, Hevacomp Simulator V8i, and Hevacomp Mechanical Designer V8i, has been proven in the very demanding UK market for the design and construction of high performance "green" buildings.

Bentley's Energy Performance Series makes it possible to better understand and accurately predict the energy consumption, CO<sub>2</sub> emissions, operating costs, and occupant comfort of projects ranging from the small and simple to the very large and highly complex. It also provides the right tools

to effectively and productively design, analyse, and simulate building energy systems.

Bentley's Energy Performance Series provides the fastest, most powerful, and most accurate dynamic simulation and analysis available for building load, plant energy, passive design, and thermal simulations. And, because all of the products interoperate, the Energy Performance Series ensures a collaborative process that increases reuse of information.

## Tell us about 'Be Employable' initiative and how does it help infrastructure professionals?

Bentley launched its 'Be Employable' initiative to help in sustaining the infrastructure professions. 'Be Employable' is an innovative addition to Bentley's Be Careers Network designed to help outplaced architectural, engineering, construction, and geospatial professionals update and improve their technology skill sets, giving them a significant competitive edge in today's challenging job market.

It provides free access to Bentley's comprehensive software portfolio and training as well as the ability to earn learning units from the Bentley Institute, Bentley's training organisation. A learning unit is earned for each hour of self-paced or instructor-led learning content completed. By taking advantage of these offerings, 'Be Employable' participants will be better positioned as top candidates for employment opportunities across a broad spectrum of projects.

Outplaced infrastructure professionals who have improved their skills using the 'Be Employable' initiative can also use Bentley's recently enhanced Resume Center on the Be Communities networking site to connect with hiring managers at leading infrastructure organisations around the globe.

## What are Bentley's plans for India?

India is a fast-growing market for architecture, engineering, and construction (AEC) and geospatial software, and it is also one of the fastest-growing economies in the world. To sustain that impressive economic growth, the country needs to rapidly improve basic infrastructure and cultivate high-level expertise in operating and servicing that infrastructure.

India is a very important market for Bentley, and we have had an active presence in India for 10 years. Many notable infrastructure projects here have been designed and constructed using Bentley solutions. Bentley has five offices in India, and we provide sales, support, and training to users in the region. In terms of growth, we have been more than doubling our headcount here the past two years and investing heavily in R&D. Bentley is active in collaborating with government and industry to provide proven and world-class solutions and products to the Indian market. Given its comprehensive portfolio, including its just-announced V8i portfolio for infrastructure, we believe Bentley is well-positioned to support infrastructure growth in India. ■

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